



## Vincennes University



### Associate in Applied Science in Business Management (SOC)

#### STUDENT DATA:

NAME: ROADMAP'S DEGREE

SSN: 000-00-0000

Credit Required	Potential Credit
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#### English Composition I (ENGL 101) [EN024A]

3.00

(Prerequisites: Successful completion of READ 009 and ENGL 009 (or ENGL 011), or recentered SAT Verbal score of (R)370 or greater, or appropriate placement test scores. ENGL 009 or 011 must be completed with a grade of C or better. English Composition I is a college level course in writing designed to help students develop their ability to think, to organize, and to express their ideas clearly and effectively. Emphasis is placed on the various forms of expository writing such as process, description, narration, comparison, analysis, persuasion, and argumentation. Numerous in-class writing assignments are required in addition to extended essays written outside of class. Required of all students. This requirement may be filled with college credit by examination.)

{DANTES Code = 11.07.00}

#### Speech (SPCH 143) [CM001A]

3.00

(Prerequisites: Successful completion of READ 009 and ENGL 009, or recentered SAT Verbal score of (R)370 or greater, or appropriate placement test scores. Introduces fundamental concepts and skills for effective public speaking including audience analysis, outlining, research, delivery, critical listening and evaluation, and the use of visual aids/technology. This requirement may be filled with college credit by examination.)

{DANTES Code = 04.10.00}

#### Business Math and/or Interm. Algebra (MATT 109 +/-or MATH 101) [MH047A,MH071A]

3.00

(Visit the VU website for a description of these courses.)

{DANTES Code = 14.02.01 or 14.01.04}

#### Laboratory Science Electives

3.00

(Recommended courses include EARTH 100 or CHEM 107, both of which render 4 credit hours. Visit the VU website for a description of courses available.)

{DANTES Code = 16.13.00 or 16.99.00 or other 16.XX.XX series}

#### General Psychology (PSYC 142) [PS101A]

3.00

(Prerequisites: Successful completion of READ 009, ENGL 009, and MATH 009, or recentered SAT Verbal score of (R)370 or greater and SAT Math score of (R)330 or greater, or appropriate placement test scores. Provides a general survey of the science of Psychology. It includes the study of

research methods, biological foundations, learning processes, human development, personality and abnormal psychology. This requirement may be filled with college credit by examination.)

{DANTES Code = 20.09.00}

**Introduction to Computer Concepts (COMP 110) [CS001A] 3.00**

(Prerequisites: Successful completion of READ 009, or recentered SAT Verbal score of (R)370 or greater, or appropriate placement test scores. This course is designed as a one-semester study for students from all areas of concentration. Students will be exposed to the historic, current, and future roles of information systems as well as the importance of computers in all aspects of our modern society. General hardware and software features of modern systems will be discussed. Current word processing, spreadsheet and presentation software will be covered. This requirement may be filled with college credit by examination or credit for military training.)

{DANTES Code = 05.03.04 or 05.03.03}

**Introduction to Business (MGMT 100) [BU001A] 3.00**

(Exposes the student to the many kinds of business activities and how they influence society. Deals with three basic areas of business: production, marketing, and finance. Covers the role of people in business, from the managerial functions to the non-managerial skills. This requirement may be filled with college credit by examination.)

{DANTES Code = 03.10.07}

**Principles of Management (MGMT 250) [MG001A] 3.00**

(Prerequisite: Successful completion of READ 011, or recentered SAT Verbal Score of (R)420 or greater, or appropriate placement test scores. The purpose of this course is to prepare students to develop their personal philosophy of management. The strategy is designed to acquaint students with their research in this developing field (special emphasis on leadership styles and motivational techniques) and to familiarize students with the functions of management and their importance as components of the total management process. Concepts presented are based on traditionally accepted management theory and represent practical tools that managers commonly use to meet organizational challenges. This requirement may be filled with college credit by examination or credit for military training.)

{DANTES Code = 03.10.00}

**Principles of Salesmanship (MGMT 255) [BU010A] 3.00**

(A familiarization with the basic principles of selling, and practicing in the art of selling. Emphasis on the techniques of approach, greeting, presentation, overcoming objections, closing the sale, and developing and maintaining prospects. This requirement may be filled with college credit for military training.)

{DANTES Code = 03.11.01 or 03.11.06}

**Principles of Accounting I (ACCT 201) [AC022A] 3.00**

(Prerequisites: Successful completion of all developmental course work. Recommendation is made that students take this class in their second year. Transfer students must have completed at least 30 college-level credit hours. The course is a study of the principles of financial accounting and

reporting as they relate to today's business environment. Both the procedures used and the theory/concepts upon which they are based will be studied.)

{DANTES Code = 03.01.00}

**Reading/Writing/Speaking intensive course requirement:**

(There must be one course taken which meets the Reading/Writing/Speaking intensive course requirement. This requirement must be taken through a Vincennes University course and may be met with one of the major courses taken to fulfill this curriculum. English Composition I and Speech must be taken before the intensive requirement can be met. Consult your academic advisor at the university to be sure.)

**Legal Environment of Business (BLAW 203) [BU062A]**

**3.00**

(Prerequisites: Successful completion of READ 011, or recentered SAT Verbal score of (R)420 or greater, or appropriate placement test scores, and second-year standing or instructor approval. Judicial system, relevant government regulations, constitutional law, common law, antitrust law, and securities regulation. This requirement may be filled with college credit by examination. Note: This course meets the reading, writing, speaking intensive requirement for the degree.)

{DANTES Code = 12.01.00}

**Fundamentals of Business Finance (MGMT 275) [BU003A]**

**3.00**

(Prerequisites: A grade of C or better in ACCT 100 or 111, ECON 100 or 201 and MATT 109. This is a basic study of the sources and use of funds. Subjects covered include ratio analysis, financial leverage, management of working capital, capital budgeting, and short- to long-term financing. This requirement may be filled with college credit by examination.)

{DANTES Code = 03.02.01}

**Business Communications (ENGL 205) [CM007A]**

**3.00**

(Prerequisite: A grade of C or better in ENGL 101. A study of the principles and techniques of effective business communication. Emphasis is placed on the preparation of clear, concise, reader-oriented memoranda, letters, resumes, proposals, and reports. Instruction is provided in research techniques and a formal research report with complete documentation is required. This requirement may be filled with college credit for military training.)

{DANTES Code = 03.10.12}

**Web Based Electronic Commerce (CWEB 213)**

**3.00**

(Prerequisites: None. No prior experience in the use of computers or Web page design is required. Students needing an understanding of Web-based electronic commerce may take this course. One of the major tasks for a Webmaster is to design a product that advertises and sells goods and services on the World Wide Web. The e-commerce as it is now commonly called is the force behind the Webmaster degree. It is imperative that a prospective Webmaster fully understands the principles of e-commerce and its impact on the overall economy. Therefore this course introduces students to the fundamentals of Web-based e-commerce. )

<b>Creating a Small Business (ENTR 121) [MG055A]</b>	<b>3.00</b>
(Topics will include analyzing your own potential, business feasibility, franchising location, insurance and owner liability, obtaining necessary capital, getting financial assistance, business plan development and computer simulation. )	
<b>Supervision (MGMT 257) [MG013A]</b>	<b>3.00</b>
(This course concentrates on the job responsibilities of the first-line supervisory level. As the level of management directly responsible for planning, organizing, influencing, controlling and directing the activities of non-management employees, they are the primary contacts most employees have with the total organization and its objectives. The strategy of this course is to be practical in nature and to apply theoretical concepts to possible situations that first-line supervisors must frequently handle. Special emphasis is placed on implementing change, planning, delegating, motivating for greater performance, and monitoring the changing role of the supervisor in the new "team environment." This requirement may be filled with college credit by examination or credit for military training.) {DANTES Code = 03.10.99}	
<b>Principles of Marketing (MGMT 280) [BU005A]</b>	<b>3.00</b>
(Designed to provide students with a basic background of marketing activities as seen from the manager's point of view. Includes marketing strategy in general, packaging and branding, distributing and channel systems, retailing, wholesaling, mass media advertising, personal selling and matters concerning pricing decisions. This requirement may be filled with college credit by examination or credit for military training.) {DANTES Code = 03.11.00}	
<b>Microeconomics (ECON 201) [EC009A]</b>	<b>3.00</b>
(Prerequisites: Successful completion of READ 011 and MATH 009, or recentered SAT Verbal score of (R)420 or greater, or appropriate placement test scores. A descriptive and analytical study of the market economy, including market structures, pricing, and distribution and determination of wealth and income.) {DANTES Code = 20.05.00}	
<b>Integrated Business Project (MGMT 293)</b>	<b>3.00</b>
(This course consists of a capstone project to assess the individual and program competencies of the business student. Activities in this course include skill development in securing gainful employment, creating a career plan, and an integrated business project demonstrating the successful synthesis of multiple business skills. This course is intended to be completed in the students' final semester prior to graduation.)	
<b>Consumer Behavior (MKTG 155) [BU055A]</b>	<b>3.00</b>
(The rudiments of consumer behavior. An inquiry into consumer behavior and its relationship to marketing activities.) {DANTES Code = 03.11.02}	

**Business Electives****3.00**

(Visit the VU website for a complete listing and description of courses.)

**Lifetime Fitness / Wellness (PFWL 100)****2.00**

(The study of the fundamental concepts, principles, and components of fitness/wellness. Related areas of study include, but are not limited to, nutrition, stress reduction, heart health, body composition and weight control, and substance abuse. Course will be delivered through a one-hour lecture and two one-hour lab sessions per week. Students will select a lab activity of their choice. This requirement should be met with Basic Training credit.)

{DANTES Code = 18.01.00 or 18.03.00 or 18.09.00 or 18.16.00}

**Excess or Duplicate Credit****TOTAL .....****65.00****0.00**

Thank you for requesting support from the U.S. Coast Guard Institute (CGI). Whereas we serve as an activity in support of your unit Educational Services Officer (ESO), you are encouraged to seek assistance from your local ESO in your academic endeavors. The following information is provided to help you understand what is presented in this degree plan:

This document is an UNOFFICIAL Degree Plan to provide you with a preliminary assessment of how your prior learning experiences might fit into the specified degree program for this academic institution. If you choose to pursue this degree option, you must present it to a college representative, who will review it for the following:

- o Accurate representation of the college's degree program requirements, including course numbers and titles, credit hours for each course, lower- and upper-level course requirements, and the total number of credits needed for the degree.

- o Appropriate assignment of ACE Guide-recommended credit at the lower or upper level for military service schools and occupations, CLEP, DSST, and other tests, transfer credit for courses from other colleges and universities, certification programs, etc.

- o Appropriate assignment of SOC Course Category Codes from the SOC Handbook Transferability Tables. The SOC Degree Program Handbooks can be obtained from the SOC web site at: [www.soc.aascu.org](http://www.soc.aascu.org) should you wish to learn more about the course transfer guarantees among SOC network institutions.

**IMPORTANT NOTE:** When you are ready to seek admission into this degree program, please contact the USCG Institute at 1-405-954-7241. Your advisor will send the college or university an official U.S. Coast Guard Institute transcript, a copy of the degree plan, and a ready-for-signature SOC Student Agreement which, when signed by a college official, becomes a contract for degree completion committing the college or university to supporting you in your academic endeavors.

Credit for all courses you have taken must be reflected on official transcripts sent directly to this college from the administrative offices of the colleges you previously attended. This degree plan is often used for information purposes by

college counselors pending receipt of the official transcripts from the source colleges.

This degree plan is not intended to compete with your local college or university. Keep in mind, you are allowed to transfer in a significant amount of the degree requirements to this institution. As such, credit from local colleges, college level examination programs, or advanced military training may be applied to this degree. You may also complete the courses necessary from this college either in residence (on campus or possibly on a military base at a campus extension in the Education Center) or through distance delivery of the courses. If you have questions, please contact the college counselor or your advisor listed at the bottom of this Degree Plan.

#### DEGREE PLAN LEGEND:

SH = Semester hours  
VOC = Vocational, not relative to an academic degree  
LL = Lower Level, i.e. courses at the Freshman/Sophomore level  
UL = Upper Level, i.e. courses at the Junior/Senior level  
GL = Graduate Level (sometimes recommended by ACE for very complex courses)  
[#] such as [EN024A] or [EN024B] = SOC Course Category Codes\*  
{#} such as {DANTES Code = 01.02.03} = DANTES Academic Codes \*\*

\* SOC Course Category Codes: Service members Opportunity Colleges (SOC) is a consortium of over 1,600 accredited colleges and universities seeking to provide degree opportunities to the military. Over 170 of these institutions participate in network degree programs developed for the Army, Navy, Marine Corps, and Coast Guard. A SOC course category number beside a course from one of these institutions, such as [EN024A] or [EN024B] for English Composition, indicates that courses from other degree program institutions with the same code may be taken to satisfy the degree requirement. See the SOC Degree Programs Handbooks at <http://www.soc.aascu.org/>

\*\* DANTES Academic Codes: The Defense Activity for Non-Traditional Education Support (DANTES) publishes the DANTES Independent Study Catalog (DISC) annually, which lists more than 6,000 courses from dozens of regionally accredited colleges and universities. Because this is a degree from a SOC affiliated college, the academic residency requirements are limited, thereby allowing students to transfer in a significant portion of the degree, as mentioned above. If the course you desire to take is not offered by this institution when you want to take it, consider the opportunities the courses in the DISC present. For more information, visit [http://www.dantes.doded.mil/dantes\\_web/distancelearning/disc/front/cont.htm](http://www.dantes.doded.mil/dantes_web/distancelearning/disc/front/cont.htm) Keep in mind, you should always check with the counselor or academic advisor at this institution before enrolling in a course listed in the DISC to ensure it will be accepted in transfer toward this degree.

#### Vincennes University (VU) General Information

Vincennes University continues to offer the lowest tuition of any residential college in Indiana, yet they've been named by Yahoo! Magazine as one of the "most-wired" colleges in the nation. They bring educational opportunity to individuals who may not have access to classes on a college campus. Their goal is to

provide quality courses and services for individuals who need flexibility in meeting their educational objectives.

The Distance Education Program serves students who:

- wish to re-enter higher education in order to complete a degree or certificate
- desire to begin a college degree or certificate program
- need to complete selected courses for personal improvement or job enhancement
- are pursuing a degree, but need to complete some courses through distance delivery

- Delivery Choices:
- C - Correspondence
- C/V - Correspondence with video
- I - Internet Open Enrollment
- ISB - Internet Semester-based
- I/V - Internet with video
- M - Multimedia
- TV - Satellite TV
- TW - Two-way video

The Military Education Program provides military students with:

- Academic advising for degree completion
- Evaluation of military experience for college credit based on the American Counsel on Education's recommendations
- Evaluations are completed after students successfully complete one course through VU.
- No charge for initial military experience evaluation.
- \$30.00 charge for re-evaluation at future date unless active student.

Effective Catalog: The effective catalog (degree requirements) for a student is the current catalog for the first semester for which the student has registered for class at Vincennes University. That catalog remains effective catalog for the student unless the student doesn't register in at least one class within a period of sixteen months. The program coordinator and program director may agree to extend the sixteen-month period for a particular student in case of emergency or hardship, thereby allowing the student to keep the original effective catalog.

For those who have served in more than one service or have held multiple MOS/Rating/AFSC's, additional credit may have been earned so as to enable one to be closer to degree completion - check your assessment to ensure all have been listed. Credit for Duty or Secondary MOS may also apply to this degree. Contact your counselor for more information if this applies to you.

A SOC Contract for Degree Completion with this institution may be entered after completing 1 course through them.

Tuition \$122.00 per credit hour: DIistance Education Program (subject to change)  
Tuition \$130.00 per credit hour: Military Education Program - On-site classes

To discuss your next step toward earning this degree with VU, contact:  
Matt Schwartz  
Director, Military Education Program

Vincennes University  
1002 N. 1st Street  
Vincennes, IN 47591  
800-468-7480 (toll-free Military Education Program)  
Fax : 812-888-5862  
mschwartz@vinu.edu  
www.vinu.edu

## POLICY NOTES:

The maximum amount of college level testing credit accepted by VU is 47 semester hours.

## Residency requirement:

- 15 semester hours of college coursework, 6 of which must be taken through VU
- VU will accept transfer credit from regionally accredited institutions with a grade of C or above.
- Non-traditional credit accepted by VU may include up to 47 semester hours of military credit or college level testing.

Evaluation completed by: Charles Morrison

On: 02 August 2007